

FEDERAL AVIATION ADMINISTRATION

SMALL BUSINESS UTILIZATION NEWS

Volume 1, Issue 2

October 2003

Special points of interest:

- BITS II Award
- FAA Major Procurement FY '02 Goal Accomplishments
- FAA Small Business Liaison Representatives
- Upcoming Events
- Article/Announcement Submission Sheet



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Broad Information Technology & Telecommunications Services (BITS II) Award

The Broad Information Technology Services (BITS II)

Contract was awarded by the FAA and is available to all Federal Government agencies. BITS II is a multi-year, Indefinite Delivery, Indefinite Quantity (IDIQ) Contract with fixed labor rates. Thirty-six

Small and Disadvantaged Businesses were selected to

participate on BITS II as prime contractors. Each firm was chosen on the basis of its proven quality of work and competitive rates.

The BITS II Team with customers and contractors to assure quality and timely performance and a high level of customer satisfaction. Most task orders are awarded within 15 business days of the receipt of a complete package.

For a complete list of the benefits, services offered, and participating businesses, visit the BITS II website at <http://www.faa.gov/ara/asu530/bits>

Congratulations to the BITS II team!



BITS II TEAM

Front Row: Vicky Halasohoris, Carmen Molina, Sharonda Davis, Maritza Blakely, Shivani Patel, Back Row: Nina Chandler, Elaine Hill, Viola Underdue-Mitchell, Ann Lewis, Not Pictured: (Glenn Wilson, Jim McNulty, Anthony Randolph, Salaria Pritchett)

BITS II provides a full range of contract services. works closely

FAA Major Procurement Program FY '02 Goal Accomplishments

	GOAL	ACCOMPLISHMENT
FAA Wide: October 1, 2001 - September 30, 2002	\$1,900B	\$4,245B
1. Small Businesses (SB)	\$475M/ 25%	\$1,079M/ 25%
2. Socially and Economically Disadvantaged Small Businesses (SEDB 8(a) firms)	\$190M/ 10%	\$324M/ 8%
3. Small Disadvantaged Businesses (SDB)	\$95M/ 5%	\$414M/ 10%
4. Women-owned Small Businesses (WOB)	\$95M/ 5%	\$155M/ 4%
5. Service Disabled Veteran Owned Small Businesses (SDVOSB)	\$19M/ 1%	\$3M/ 0.1%

Women-Owned Business/Service Disabled Veteran-Owned Business (WOB/SDVOSB) Small Business Marketplace

On Thursday, July 17, 2003 at the Holiday Inn Capitol in Washington, DC, the FAA held its Annual Woman-Owned Business/ Service Disabled Veteran-Owned Small Business Marketplace.

The Marketplace serves to train the participants on how to do business with the FAA and increase the participation of women-owned, service disabled veteran-owned, and small disadvantaged businesses in prime and subcontracting opportunities at the FAA.

There were 29 exhibitors, 156 vendor attendees, and 26 government attendees. In addition to the FAA, government attendees included the Defense Logistics Agency, Social Security Administration, Department of Housing and Urban Development, Small



Representatives from the Small Business Administration spoke with business owners at the Marketplace.

Business Administration, National Oceanic and Atmosphere Administration, Department of Interior and the Department of Transportation.

Participants enjoyed the networking opportunities that the Marketplace offered, which

included meeting procurement decision-makers, training on how to do business with the FAA, as well as networking with small business advocates from the numerous government agencies present.

Participants were able to ask agency specific questions, obtain information specific to growing their respective businesses and information on the AMS.

The Marketplace was evaluated by participants upon exiting the event; 7% of the participants rated the Marketplace outstanding, 23% rated it excellent, 50% rated the event good, and 20% rated it fair.

The FAA Headquarters Office of Small Business Utilization, ARA-5, would like to thank everyone who helped make this event a huge success!

FAA Mentor-Protégé Program Update...

The Mentor-Protégé (M/P) Program is designed to motivate and encourage firms to assist Small Socially and Economically Disadvantaged Businesses (SEDB), Historically Black Colleges and Universities (HBCU), Minority Institutions (MI) and Women-Owned (WO) Small Businesses in enhancing their capabilities to perform FAA prime contracts and subcontracts, foster the establishment of long-term business relationships between these entities and mentor firms, and increase the overall number of these entities that receive FAA prime contract



Booz Allen Hamilton is a Mentor in the Mentor-Protégé Program

and subcontract awards.

The FAA is the only administration under DOT that has a M/P Program. The M/P Program has grown from 9 approved firms and 3 M/P agreements (in FY'99) to 109 approved firms and 55 Mentor-Protégé agreements (in FY '03). With this huge accomplishment, we are confident that this program will continue to be a success!

A complete overview of the Mentor-Protégé Program and a list of the participating Mentors is available on the FAA's SBO website at <http://www.sbo.faa.gov/sbo/mentor.asp>.

FAA SBO Liaison Representatives

ALASKAN REGION

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MIKE MONRONEY AERONAUTICAL

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Gerald Lewis (405) 954 - 7704

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NEW ENGLAND REGION

Kevin Hart (781) 238 - 7660

<http://www.faa.gov/region/ane.htm>



Back row: Southwest Region Janice Wheeler, New England Region Kevin Hart; Second row from back: Southern Region Larry Cleveland, Great Lakes Region Don Russo, Eastern Region Nadine Farrell, Western-Pacific Region Alice Clark, Headquarters Frederick Dendy; Second row from front: Alaskan Region Karla Shaw, William J. Hughes Technical Center Frank Mierzejewski, Headquarters Jennifer Gooden, Mike Monroney Aeronautical Center Gerald Lewis; Front row: Northwest Mountain Region Barbara Garner, Headquarters Inez Williams, Central Region C.O. Shepard

NORTHWEST MOUNTAIN

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WILLIAM J. HUGHES TECHNICAL CENTER

Frank Mierzejewski (609) 485 - 4384

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Southern Region SB Outreach/Training Conference



The Southern Region Procurement Opportunities Outreach /Training Conference and Trade Show was held at the Sheraton Atlanta Hotel, Atlanta, GA July 28 - 30, 2003. The conference theme was "Government and Industry-Creating Partnerships While...Broadening Procurement Opportunities."

The 25 exhibitors included small and large businesses, as well as government agencies.

At the opening session, conference



participants were welcomed to Atlanta by Adam L. Smith, City of Atlanta Chief Procurement Officer. Vendors large and small were trained on "How To Do Business With the FAA", "Doing Business With the GSA", "Doing Business With the Federal Government", SBA Initiatives with Q & A, an overview of the FAA's Small Business Utilization Program and much more. The conference luncheon speaker, Adam Murphy, Consumer Reporter, CBS-46 News, Atlanta, brought home the importance of small business to the economic well being of America.

One-on-one counseling was provided to the vendors by all federal government representatives participating in the conference. FAA's nine regions, two centers, headquarters' small business utilization office and ASU-340 provided counseling and guidance to conference participants.

Many thanks to Carolyn Blum, Regional Administrator, ASO-1 for hosting this important outreach event to the small business community. The conference planning committee, Southern Region's small business liaison officer Larry



Cleveland, headquarters representative Jennifer Gooden, Alan Bryan, Hank Collier and the American Small Business Alliance (ASBA) worked tirelessly to provide a training forum and information exchange that was beneficial to the small business community as well as the FAA. Our thanks also to Emanuel Green, ASO-55 and the entire Southern Region Acquisition Branch; as well as Leigh Aiken, ASO-52; and the Customer Services Materials Branch, who also provided counseling and training to the nearly 200 conference participants.



Upcoming Events

HBCU CAREER DEVELOPMENT MARKETPLACE

October 24 - 25, 2003

Atlanta, GA

NORHTWEST MOUNTAIN REGION/ WESTERN PACIFIC REGION- SMALL BUSINESS TRAINING CONFERENCE

June 28 - 29, 2004

San Diego, CA

FAA WOMAN-OWNED/ SERVICE DISABLED VETERAN-OWNED MARKETPLACE

July 2004

Washington, DC

FAA NATIONAL PROCUREMENT OPPORTUNITIES AND TRAINING CONFERENCE

August 1 - 3, 2005

Orlando, FL

ARTICLE/ANNOUNCEMENT SUBMISSION SHEET

Briefly describe your article/announcement.

Name _____

FAA Office _____

Phone _____

FEDERAL AVIATION ADMINISTRATION

Federal Aviation Administration
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Room 715
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Website: <http://www.sbo.faa.gov/sbo/index.html>

Article/Announcement Submission Instructions

It's your time to SHINE! You are encouraged to submit news articles/announcements for publication in future Small Business Utilization Newsletters. When submitting news articles/announcements, provide the information indicated on the Article/Announcement Submission Sheet.

Please fax your news articles/announcements to Frederick Dendy at (202) 493 - 4380 or email your articles to Fred.Dendy@FAA.gov.

The FAA Small Business Utilization Newsletter is also available online at www.sbo.faa.gov!

